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U.S. DISTRICT COURT  
DISTRICT OF MASS.

# EXHIBIT A

9/16/02	<p>VMSI --</p> <p>Have 150 discovery systems in the field – Most of the major drug companies are using the systems.</p> <p>Working on a image analyzer</p> <p>Market growth – driven by aging demographics and increase in reimbursement – Reimbursement – improved over the past several years Labor shortage – 20% vacancy – at the histotech level.</p> <p>IHC tests - \$2.50 a test – when done manually – VMSI charges \$10 a test</p> <p>Think anatomical pathology market is at \$1B growing at 15%.</p> <p>VMSI targeting \$105MM in '02 – were a tad higher at \$106</p> <p><b>Questions –</b> Cytologix litigation – Dako did not buy the litigation – cytologix is still owns the patents – and they are litigating. Two cases pending – patent – cytologix will try to invalidate VMSI's heating technology. The suit is costing VMSI money.</p> <p>Benchmark XT – will be ready for sale on 10/31 – will be out in limited sites – the benchmark is still selling well – did not want to defocus the sales force. Will roll out in force in '03 – Have built about 20-30 systems –</p> <p><b>Reagents –</b> NexES – was \$30K in reagents Benchmark – significantly higher –</p> <p>Special stains – 500 systems worldwide</p> <p>Will file Gleevec in November –</p> <p>Her2 – its about a \$45 test –</p> <p>HPV – the pathologists get \$70 to look at the slide – VMSI is a slide based test – Digene – you get a black box – there is no professional component</p> <p>The growth in next years numbers – The XT – and Benchmark – still be 70% of the Mix. Most of the reagents for next year – is available today</p> <p>ASP on the Benchmark -\$65-70 \$85-90K for the XT</p> <p>Those that use 1000 HPV tests annually can get a rental unit for free</p> <p>Hit rate on placements – 95%</p>
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